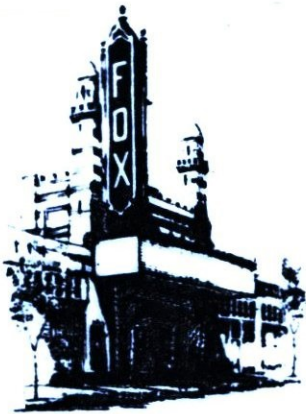




THE FOX THEATRE

660 PEACHTREE STREET, N.E.
ATLANTA, GEORGIA 30365

(404) 892-5685

EDGAR NEISS
General Manager

JOE PATTEN
Technical Director

TO: Executive Committee, Atlanta Landmarks, Inc.
FROM: Edgar Neiss
DATE: December 14, 1983
RE: Employee Incentive Programs

M E M O R A N D U M

Per our Executive Committee meeting of the past week, the following are our present Employee Incentive Programs:

Ted Mahoney, Beverage Manager

1. 2% share of the 15% gratuities associated with hosted beverage service; and
2. 1% share of the net income derived from all cash bars including theatre concessions.

Charlotte Davenport, Director Sales & Marketing

1. 2% share of the 15% gratuities associated with hosted beverage service; and
2. 3% share of the net income derived from all ballroom sales above \$75,000.00 during the six month period of January 1 through June 30, 1984.

These incentive programs are designed to produce increased revenues and reduce costs associated with this aspect of our operation.

At the end of the current fiscal year, I will review the results to determine if any other arrangements should be recommended. In addition, Joe Myers has reviewed our present incentive program, including my own, and has determined that we are operating within the framework of our not-for-profit status.

ATLANTA LANDMARKS, INCORPORATED



TO: Ted Mahoney & Charlotte Davenport
FROM: Edgar Neiss
DATE: December 14, 1983
RE: Commendation

THE FOX THEATRE

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EDGAR NEISS
General Manager

JOE PATTEN
Technical Director

M E M O R A N D U M

Last night was our first opportunity to demonstrate our service capability for a major client, namely Docutel-Olivetti. More importantly, the entire affair was coordinated by Tour Gals, an organization that is capable of sending us a great deal of business in the future.

Both your coordinative skills and energy brought about one of the most successful parties ever hosted at the Fox Theatre. The sponsors of the party were extremely pleased with every aspect of the service and there were numerous comments about our professionalism.

On top of all that, the hosted bar service produced revenues exceeding \$15,000.00 which established the highest achievement for any single day at the Fox including double shows in the theatre.

You are both to be commended for the excellent achievement. Keep up the good work!

cc: Executive Committee
Atlanta Landmarks, Inc.

ATLANTA LANDMARKS, INCORPORATED